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# **Motivation**

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## **Brief:**

**Motivation:** The forces of motivation, secrets of motivated achievers, belief in your ability, managing time, decision making strategy, the courage to achieve, and the power of patience and persistence. Taking control of ourselves.

## **WHAT DO WE WANT TO ACCOMPLISH:**

- 1) Discover techniques for building and maintaining maximum motivation.
- 2) Increase level of commitment.
- 3) Raise your level of expectation.
- 4) Define motivation.
- 5) Understand inner and outer forces of motivation.
- 6) Realize that only clear, vivid, precise mental images can help motivate.
- 7) Look at your perception diagram.
- 8) Goals are your road map.
- 9) Re-enforcement of self-esteem, believe in yourself.
- 10) Briefly look at managing time.
- 11) Improve your decision making ability.
- 12) The road is full of pot holes. So what!
- 13) How to stay motivated in tough times.
- 14) Why success or failure.
- 15) Fear, face it.
- 16) Need for patience and persistence.

## **PRESENTATION**

## I. Motivation Examined

Defined:

Motivation is our desire plus perseverance, an inner drive that moves us to the attainment of a goal or sub-goal. This force exists only if there are unsatisfied wants or needs that we have focused on. We can control the level of motivation by the attention we elect to give a defined goal, or the amount of perceived enjoyment we will realize.

### *Exercise 1*

*On a flip chart lets record what motivates you. Give one word description if possible. We will come back to these words in a moment and see if we have a better insight of them.*

### *Exercise 2*

*With everyone still, relaxed, and eyes closed, listen to the following directions and allow your imagination to see, hear, taste, smell all that is described. Don't move around in your chair, don't distract someone else. Just relax, keep your eyes closed and permit yourself be in the sitting outlined.*

*Consider your earlier Christmas experiences. When you were old enough to know that Santa Clause as coming on Christmas Eve night. You understood there would be toys and games under the tree for you, on Christmas morning. The minute you open your eyes, on the special morning, you were ready to make a breakneck dash to the Christmas tree. You were motivated to get from the bedroom to the living room.*

*Ask several important questions about this event and we may be better able to understand motivation.*

*Your excitement would build as you neared Christmas because of what reason(s)? [Rewards, satisfying a want or need.]*

*Can you describe your anticipation that would grow over the holidays to be termed as single minded*

*[Focused on a given moment in time.]*

*Before the event was over, in the deepest recesses of your mind, you knew Christmas would come again next year*

*[Seeds of expectation were planted.]*

*Were your feelings of excitement, pleasure, gratification, satisfaction, joy, and contentment [Achievement of the event (goal) laid the foundation for future motivation.]*

- A. **Two functions that motivate.** These same feelings you had about Christmas are possible for you to have about your life. You control whether or not you are happy or sad, excited or bored, eager or indifferent. Motivation is an inner force that determines behavior. You have control of

this motivation because it comes from within. Your motivations exist as a result of two mental functions. First, is *Imagination*. Think of the Christmas example and you will recall how you allowed yourself to conceive all kinds of possibilities. [Pure imagination!] Second is *memory*. You could remember previous Christmases and this was the foundation for the anticipation for the present Christmas.

- B. **Two types of motivation.** We can determine that two types of motivation exist. From the example consider the self-discipline required of you. You were told to be extra good. Your behavior was an important factor for the occasion and you were motivated to be good. This was your *extrinsic* motivation, an external requirement to satisfy your need or wants. Next, you were motivated for *intrinsic* or internal reasons for the special event. This motivation was from your feelings, from inside of you, of the fun and the experience you would have.

### Story:

Let me tell you a story about a burglar and motivation. This burglar was quite successfully in his line of work. He had been at it for a number of years and never once come close to being caught. This one evening he had entered a house in a rather well-to-do neighborhood and found the den with no problem. He started to unplug several pieces of electronic equipment when he heard a voice “Jesus is watching”! He immediately froze and waited for several moments. No sounds, no movements, only quietness could be heard in the dark room. Shaking his head and blinking his eyes he returned to putting equipment in his bag as he thought he would take a vacation as soon as this job was finished. It had been a long time since his last time off and he’d been working hard.

He no sooner resumed to his task when he again heard a voice say “Jesus is watching!” Again he froze in place, listened for a long time as the sweat slowly rolled down his face. Nothing, his imagination was definitely working overtime. He decided to quickly complete this job and go. In resuming he again heard the voice say “Jesus is watching!” This time he knew he heard the voice and it wasn’t his imagination. He turned on his flashlight and panned the room slowly to discover a parrot in the in the corner of the room.

“Did you say that?” asked the burglar. “Yep”, responded the parrot. “What is your name?”, asked the burglar. “Moses” replied the parrot. “That silly”, said the burglar, “What kind of people would name a parrot Moses?” “I don’t know”, said the parrot, “I guess the same kind of people that would name a Rottweiler Jesus.”

First, what type of motivation is this? Second, which function is the motivator?

- C. **Success builds success.** Notice in the above examples, all the items are “first” this and that. But isn’t it true you can become just as or more excited, or motivated about a second or third or twentieth? This is a major point to consider. In the Christmas example we became more and more excited about Christmas as we experienced each additional Christmas. Our memory and our imagination made each progressive Christmas more fun and we had an increasing anticipation for the next. The same is true of our life experiences. The more success we have the more motivated we are to have more success.

All success and no failure leads to boredom! If you win every time would you have the motivation to improve? Continued repeated success leads to mediocrity! However, failure can build success!

In the Achievement Session we started out by saying all achievers or not successful, but all successful people are achievers. It is vital that we have leadership in our life to be sure our achievements are leading us toward success. Remember the handouts from Stephen Covey about leadership. To climb the ladder rapidly (achievement) only to find out the ladder is leaning against the wrong wall (away from true success) is a result of no leadership. This scenario is a de-motivator. We therefore must program our minds with leadership so we may have experiences that will be continuing motivators.

D. **Six factors that motivates.** Research into behavior has identified six areas that can motivate individuals toward achievement:

- 1) Acceptance or Recognition by experts
- 2) Standing with peers
- 3) Acquisitiveness (Desire to acquire)
- 4) Competitiveness
- 5) Desire for excellence
- 6) Achievement for independence

Lets discuss each of these and associate famous people's accomplishments to the factors, or use our own experiences.

### ***Exercise 3***

1. *For the following words provide the factor.*

- 1) *Money, financial gain*
- 2) *Fun, enjoyment, pleasure*
- 3) *Love, compassion*
- 4) *Survival, existence, basic needs*
- 5) *Recognition, attention, being noticed*
- 6) *Security*
- 7) *Wanting*
- 8) *Desire*

2. *I will give you a situation or name and you provide the factors which apply.*

- 1) *President of the United States.*
- 2) *Movie star*

- 3) *Military*
- 4) *Mother/Father*
- 5) *Priest (celibate)*
- 6) *Michael Jordan*
- 7) *George Washington*
- 8) *Your CEO*
- 9) *You coming to work*

E. Recap: (Consider both the positive and negative aspects of the following)

- 1) Motivation comes from inside
- 2) Two Functions: memory and imagination
- 3) Two types: internal and external
- 4) Success can build/increase motivation
- 5) Six factors or reasons for motivation

## II. Motivational Skill Building

Imagination is the beginning of creating motivation. High achievers imagine their goals more clearly and actively than less motivated individuals. This is an important detail and the source of their success. Research has shown that strongly success-oriented people are motivated by vivid and precise mental images of what they want to achieve. That's why imagination is one of the most important mental functions for goal achievement.

Think of your imagination as a skill you can develop rather than as an in-born ability. You can learn to develop your imaginative powers just as you would learn any other capacity; by practice, by continually challenging yourself and by reinforcing your efforts with success.

**“Imagine what you desire; Will what you imagine; Create what you will.”**

**B. Mental Template:** Imagine that you have only a few minutes to get to the airport before you flight departs. As you're hurrying along the expressway, you notice that your car needs gas. If you stop to fill up, you might miss the plane. However, if you run out of gas, you'll miss it for sure.

At that moment, your imagination projects random images of the plane taking off -- Of you stopping for gas -- of you stuck by the roadside -- of just barely catching the plane.

Your memory of previous drives to the airport, of time spent at filling stations, of the accuracy of your gas gauge -- helps you decide what to do.

Your brain's reasoning ability processes all of the available data. You make a decision. Three faculties -- imagination, memory and reason --work together to create your mental template. This is a multi-dimensional mental guide for reaching your objectives. By reading this template you decide what to do.

Consider for a moment that your imaginary ability is a little low. You have not developed a keen sense of describing, and seeing images with a vivid, clear, sharp minds eye. What condition is your template. How much faster could you make decisions more accurately if your mental template was fully developed? Also, think about the possibility of your mental template being flawed. Poor imaginary could distort the way you perceive the situation.

- C. **Goals:** Session number six is on goals, so we will only briefly discuss this subject. We said earlier that motivation did not exist without a need or want. Most people will have needs and wants but will not organize these in a fashion the mind can focus on. Rather, they continue without any real effort and if they arrive, will do so solely by chance. Consider, you are watching a television program and the reception is poor, the picture is “fuzzy”. What is your reaction? How long do you think you are going to watch television? How can you be interested in something you can’t see, or feel. No focus equals no interest equals no achievement equals no motivation!!!

Logical steps and elements to achieve success:

- 1) Goal, want, need
- 2) Desire
- 3) Mentally defined very clearly
- 4) Organized, written down, divided into sub-goals
- 5) Knowledge, resources
- 6) Motivated, expectation
- 7) Time management
- 8) Achievement
- 9) Success
- 10) Regeneration of new goals

## “Destiny is not a matter of chance, it is a matter of choice”

In correspondence from Success Path you will on occasion see the above quote. If you do not deliberately set your goals and program your mind you are still making a choice. A choice of only realizing a small portion of potential ability and achievement.

Next, lets examine the sequence of the logical steps and question the reason for having our sessions in what appears to be reverse order. It is true that you first need a goal to define a direction for the mind, but the prerequisites to providing this information for the mind is first to understand the significance of the mind. We must first know how to program the mind, do mental exercises to increase our utilization, realize that some time we are our own worse enemies, and prepare ourselves to be successful. When the ground work has been laid, then we will be ready to input the direction.

Goals are our road map for our mind. It provides the directions. Goals should be positive in communication to the mind, not negative. Example “I want to become fit and slim” not “I want

to lose weight,” or “I will be on time” not “I will try to avoid being late.” The more vivid, clear, and well defined the goals the better the information the mind will have to work with. After properly setting your goals you will create 3 to 10 hours each week..

### **Story:**

A 90 year old man went to the doctor for a checkup. The doctor pronounced him fit and healthy for a man of his age. “Why, doc,” the old man says, “I want you to know I’ve got an 18-year-old bride at home and she’s pregnant with my child!”

“Let me tell you a story,” the doctor says. “I have one patient who’s getting quite elderly, but he loves to hunt. He’s getting quite absent-minded, however, and last time he went hunting, he grabbed his umbrella instead of his gun. He’s out in the woods, and he comes across a grizzly bear. He raises his umbrella, pulls the handle, and the bear falls over dead.”

“But that’s impossible.” says the 90-year old. “Someone else must have shot that bear.” “My point exactly,” says the doctor.

The moral to the story is ..... Motivation will not be in your control if you won’t allow yourself to be capable. No goals means that things will not happen!!!

Factors important for motivation are also key to formulating you major objectives. In setting goals for yourself or your organization, strive for intrinsically meaningful goals rather than external rewards or prizes. Research shows that the most effective goals are those that build an inner sense of self-esteem.

## **III. Motivational Wisdom**

- A. Decision-Making:** In our daily lives we are constantly making decision. Do I take this call, should I make that appointment, can I afford time for lunch, should I write with the blue or black ink pen, do I put off the report due tomorrow or go to my sons ball game, and so it goes all day, every day. Beyond the daily decisions we have frequent intermediate decision and far less are the major decisions. If we were to categorize the types of decisions we make we could put them into four groups: 1) trivial, 2) minor, 3) intermediate, and 4) major.

The time required to make trivial decisions usually are in nanoseconds or automatic and you are constantly making these types of decisions. These include items like do I close the blinds to dim the lights, when a blue ink pen and a black ink pen are in the holder which one to select, or to have coffee, tea, water or coke to drink.

Next are the minors, they required a few seconds, and are numerous through out the day. Don’t overlook the minor because sometime they can consume a great deal of time. Examples are: do I see the caller that didn’t have an appointment, Should I answer a questionnaire or trash it, or do I put the car in the shop or try to get several hundred more miles.

The third decision type is the intermediate, occurring maybe several times a month. These decisions carry more impact on the financial, time, health, and free time of the individual and

their family. Items could be: Should we spent the money for an additional computer, (if you are single) do you see only one person, establishing the majority of your goals, taking time to go to a seminar, or do a major fix to a auto or purchase.

Last are the major decision requirements and may only occur once a year. Example are: marriage, children, buying a house, college, capital equipment, starting up a business, changing jobs, or establishing a major goal.

The time we take making decisions can be major and therefore the relevance and implications should not be ignored. Wasted time increases the effort and time to reach a goal and the longer it takes to reach the goal the easier it is to become frustrated. The bottom line is to go ahead and decide. Once you have all of the information available, and you have analyzed the data, don't agonize over it. The minute you have decided, you'll feel better, any stress related will be gone, and you can resume focus on your goals.

- B. Positive Framing.** Positive framing is a critical aspect of decision making. Is the glass of water half-full or half-empty? How you answer that question is a matter of positive or negative framing. Research has shown that framing your activities and aspirations in a positive light can dramatically increase your motivation and your prospects for success.

In contrast, negative framing expresses fear of failure and this is extremely counter-productive. Instead of bringing you closer to you goal, negative framing substitutes the false goal of failure avoidance.

Failure avoidance can become a built-in, intrinsic motivation. Just as high achievers like to succeed and feel good about themselves, people who fear failure work not to fail in order to avoid feel badly. Or they express failure avoidance by refusing to try in the first place.

**Story:**

There is a story about one of IBM's salesmen in the earlier years of the company. This man was one of the key managers and through a mistake he made cost the company \$10,000. Here we are talking about the mid fifties and \$10,000 in today's dollars could easily amount to between fifty and one hundred thousand dollars. This gentleman walked into Mr. Waston's (CEO) office and admitted the mistake and said he would resign. Mr. Waston's reaction was to say that in no way could he resign, the company had just spent \$10,000 to give him a real education and now this manager was to valuable to let go!

**Can you see the re-framing illustrated in this story?**

A positive framing check list follows. These are steps you can take to make sure you are focused on going forward.

1. Visualize, think and speak well of your health. Don't dwell on your ailments.
2. Read and listen to the news for professional and personal growth, not for gossipy sensationalism.
3. Select more friends and associates who are optimists and highly motivated achievers.
4. Find a positive reason for all of your personal relationships. Accentuate the blessings and knowledge gained from each.

5. Learn to stay relaxed and friendly no matter how much pressure you're under.
6. Make a list of your current wants and desires. Next to each, put down what benefit or payoff you'll receive when you achieve them. Look at this list often throughout the day.
7. Instead of comparing yourself to others, set your own internal standards for achievement.
8. Above all, don't live by failure avoidance. Live by success encounters!

#### *Exercise 4*

*I will give you a statement or situation. As a group, individuals or collectively, provide the framing.*

1. *A difficult software package.*
2. *A delay in the airplane's departure.*
3. *You wake up 15 before the alarm goes off.*
4. *You thought your project would be ready to implement on the first of the month, now you realize it will be an additional two weeks.*
5. *You go to get a cup of coffee an the pot is empty.*
6. *The baby has the measles.*
7. *You are asked to work over.*
8. *At work you in counter problems.*
9. *You make a sales call for your company and your proposal is rejected.*

*Think of a challenge you're now facing in your personal life or in you work. How can you "frame" this problem as an opportunity?*

#### **C. Six Points To Stay Motivated In Tough Times.**

When you feel your motivation is at an ebb, it is not the time to make lifestyle or goal-adjustment decisions. Instead here are six action steps you can take to regain you sense of purpose:

1. Don't blame yourself. Accept yourself as a changing, growing, vulnerable person--not a robot.
2. Remember your accomplishments. You have much to be proud of and you'll have more in the future.
3. Count your blessings. You have you family, friends and co-workers. They care about you and want you to succeed!
4. Pay attention to your health. Keep in mind that depression or lack of energy may be caused by fatigue, poor eating habits or lack of exercise.
5. Check you motivating images. Status with peer, for instance, may have worked during adolescence, but it hasn't much power in mature adults. Focus more on intrinsic motivators.
6. Check the pulling power of your goals. You may have outgrown your current targets. It may be time to raise your sights and challenge yourself with some goals farther knowledge, new skills and a new lifestyle, great!

### Exercise 5

*We have just discussed ways to motivated an look how many of these six has to do with looking at yourself? The truth is most people are uncomfortable giving themselves credit, being praised, or even thinking positive about their assets and abilities. The objective of this exercise is to help you realize that it is ok to verbalize your own positive qualities. As a matter of fact it is important and even imperative.*

*Have the group divide into groups of two. Its not important to physically relocate the group but rather assign each person a partner.*

*Each person is then asked to write on a sheet of paper 4 to 5 things they really like about themselves. (Note: since most people tend to be overly modest and hesitant to write something nice about themselves, some light encouragement on the facilitator's part may be needed. For example, the trainer may "Spontaneously" disclose his or her list, such as "enthusiastic, honest, serious, intelligent, graceful.")*

*After 3 to 5 minutes have passed, ask each person to share with their respective partners the items they wrote down.*

*The discussion that followers should include the following:*

1. *Did you feel uncomfortable with the activity? If so, why? (We've been culturally conditioned to not expose our egos to others, even if it is valid to do so.)*
2. *Were you honest with yourself, i.e., did you "hold back" on your traits?*
3. *What reaction did you get from your partner when you disclosed you strengths? (E.g., surprise, encouragement, reinforcement)*

*Isn't it true that we have a culture of not wanting to look like we are pleased with ourselves, that we are vain?, conceited, self-centered, and self-serving? But to stay motivated we realize we must have genuine belief in ourselves!!!*

### **D. Maintaining Motivation To Win**

In order to maintain high motivation when the going is tough, you need goals with real pulling power. Replacing you final motivating image with a less remote search image can be one of the most successful strategies for getting through difficult times.

When a marathon runner gets so tired and thirsty that the goal of crossing the finish line loses its force, he or she can create a search image of the next runners' aid station. By using thirst as a motivator to reach the search image, the runner can stay in the race and eventually regain focus on the original goal.

A search image is a sub-goal that can be quickly fulfilled. It satisfies an immediate need in order to sustain motivation through a crisis. Here are some ideas to keep in mind whenever you feel your motivation slipping.

(Use staff's reference to cover this material)

1. If you feel locked into your present job, recognize that other options exist. If you've always wanted to be a sculptor but somehow you find yourself selling linoleum for a living, take the first step. Maybe an art class?
2. Analyze your interests and abilities. During this process, totally forget any thoughts about making money. Think only about what gives you the most satisfaction. If you like to play golf, for example, you may not have the ability to be a professional golfer, but you might be able to write an article on your favorite sport for the local newspaper.
3. Surround yourself with positive, supportive people.
4. Becoming aware of your negative thinking. Notice how often you complain. When you hear yourself criticize someone, try to make a positive suggestion instead.
5. Increase your level of productive activity. During times of weakened motivation, there is a tendency for people to sit around and engage in "analysis to paralysis." Even taking a walk around the block is better than sitting around feeling depressed.

#### **E. When Setbacks Occur**

Earlier, you learned the importance of positively framing problems and challenges before you take action. Now look at the positive framing of the results and conclusions after you have taken action to reach your goals.

"Attributional analysis" is the branch of motivational psychology dealing with human reaction to successes or setbacks. The basis of attributional analysis is that our actual successes or failures are far less important than our **perception** of what caused the particular result. In other words, it's not what happens that's important but how you take it, and what you make of it.

#### **Story:**

It is hard to believe now, but the potato was once a highly unpopular food. When first introduced into England by Sir Walter Raleigh, newspapers printed editorials against it, ministers preached Sermons against it, and the general public wouldn't touch it. It was supposed to sterilize the soil in which it had been planted and cause all manner of strange illnesses – even death.

There were, however, a few brave men who did not believe all the propaganda being shouted against it. It was seen as an answer to famine among the poorer classes and as a healthful and beneficial food. Still, these few noblemen in England could not persuade their tenants to cultivate the potato. It was years before all the adverse publicity was overcome and the potato became popular.

A Frenchman named Parmentier (Per men tea a) took a different tack. He had been a prisoner of war in England when he first heard of the new plant. His fellow prisoners protested the outrage of having to eat potatoes. Parmentier, instead thoughtfully inquired about the methods of cultivating and cooking the new food.

Upon his return to France, he procured an experimental farm from the Emperor, in which he planted potatoes. When it was time to dig them, at his own expense, he hired a few soldiers to patrol all sides of his famous potato patch during the daytime. Meanwhile he conducted distinguished guests through the fields, digging a few tubers here and there, which they devoured with evident relish.

At night, he began to withdraw the guards. A few days later one of the guards hastened to Parmentier with the sad news that peasants had broken into the potato patch at night, and dug up most of the crop.

Parmentier was overjoyed, much to the surprise of his informant, and exclaimed, "When the people will steal in order to procure potatoes, their popularity is assured."

Note we can see attributional analysis and perception in this story. What does curiosity have to do with motivation?

For example, the confidence of a figure skater won't be diminished if she attributes a fall to an imperfection in the ice. But the fall may lead to a prolonged period of self-doubt if she attributes it to some fundamental flaw in herself.

Highly motivated achievers attribute success or failure to a combination of their effort and external circumstances. On the other hand, "failure avoiders," who are motivated primarily by the need to avoid mistakes, attribute failure to what they see as their lack of ability.

In short, the highly motivated achievers are not shaken by a setback. They never lose the drive and ability to succeed and they believe they will succeed the next time around. People attribute success in three ways:

1. Stable or unstable. Believing failure is stable (**Law of Accident**) – that is, it will never change -- destroys motivation. That's why highly motivated individuals see failure as the result of temporary, changeable conditions. If you were late for a meeting because of a traffic jam, it doesn't mean you will always be late.
2. Internal or external. High achievers attribute failure to external causes, not to a basic weakness in themselves (**Low Self-Esteem**). You didn't cause the traffic jam. It was caused by the weather or by someone you never even met.
3. Local or global. High achievers see failure in purely local terms, while failure avoiders expand the impact of a setback into every area of their lives. Just because you missed the meeting, doesn't mean you are a bad employee.

The way you explain your failures and your successes directly affects your self-esteem and self-efficacy. As a highly motivated achiever, you should: 1) Focus on what you can control, 2) When looking for the causes of a setback, look for what you can change to turn a setback into an advantage, 3) When considering the causes of a success, concentrate on what you did to succeed, so you can do more of it.

## **F. Fear**

Many people think of courage as the absence of fear. But that definition is not accepted by contemporary psychology. Instead, courage is defined as the ability to persevere in the face of stress or danger. As with many of the other motivating factors we've considered, courage is a quality you can learn, develop and perfect through practice. Research has shown that the key factor in acquiring the ability to behave courageously is careful, diligent advance preparation.

**Technical preparedness.** Your courage and confidence can be maximized by the knowledge that you've thoroughly prepared yourself for the task at hand. If you're a salesperson, for instance, you've become thoroughly familiar with both your product and the needs of your customer.

**Emotional preparedness.** No matter how well you've done your technical preparation, you must also prepare yourself for how you will feel at the time you're called upon to execute your task. For example, if you're going to speak in public, you must of course learn your speech, and you must also anticipate the experience of standing up before a group of people and starting to talk.

If you are about to participate in a stress-producing activity, concentrate on the things over which you have the most direct control.

## **G. Two Essential Ingredients**

Our study has revealed that motivation--the inner force which compels behavior--is the product of many factors. Among them are:

1. The presence of vivid images of goals and success.
2. The development of imaginative powers to create those images.
3. The superiority of intrinsic motivators in achieving important major goals.
4. The possession of mental templates and sub-goals.
5. The usefulness of search images in maintaining motivation.
6. The role of attribution in understanding failure or success.
7. The importance of courage in all areas of life.

But behind all these images and techniques lies a single motivation desire that can be expressed in many ways: the wish to think well of yourself--to find a destiny worthy of your own approval--to do something and to be someone that you can be proud of.

In studying the human drive to find a worthy destiny, behavioral science has found it difficult to evaluate two critically important motivational factors, that become evident only over long periods of time.

1. Persistence -- The determination to strive and to continue striving, which transcends the achievement of any goal.
2. Patience -- The wisdom behind persistence, which allows you to focus your efforts toward what you can change and to accept what you cannot. When a goal is distant and difficult to conquer, persistence is your weapon and patience is your ally. With patience,

persistence and the other techniques you have learned, you can create a destiny that is truly worthy of you!

You will never accomplish your dreams (goals) if you have a 10 x 12 dream and only apply a 4 x 5 effort. All things are equal!!!

**Comment:**

When you look at others and think how lucky they are to have looks, brains, ability, skills or whatever, consider: the light was perfected by a man who was virtually deaf. While your radio plays, remember the hunchback who helped invent it. If you listen to contemporary music, you may hear an artist who is blind. If you prefer classical, you may enjoy a symphony written by a composer who couldn't hear. One of the foremost presidents of the United States could hardly walk.

Your shortcomings, disabilities, or your negative perception of yourself maybe what's holding you back from being motivated, achieving, or doing your best!!!